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**Improved Method**  
— IN —  
**Beauty Culture.**

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*Mme. Hockenhull*



FIRST LESSONS

IMPROVED METHOD  
IN BEAUTY CULTURE.

MANICURING <sup>A</sup><sub>ND</sub> FACIAL MASSAGE

MME. HOCKENHULL'S SYSTEM

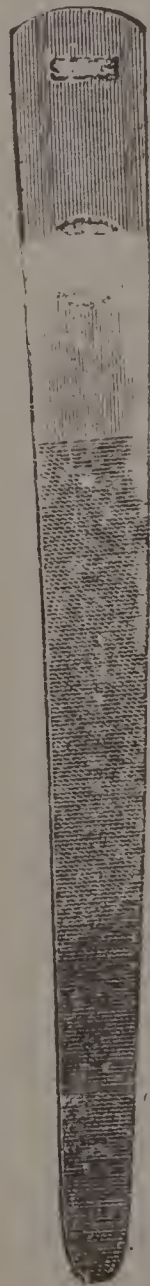
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give a very good Manicure without all the instruments, nevertheless, you will find it to your convenience to have them all handy. I will first outline to you the different preparations giving you one or more formulas for each preparation.

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### INSTRUMENTS TO BE USED IN MANICURING.

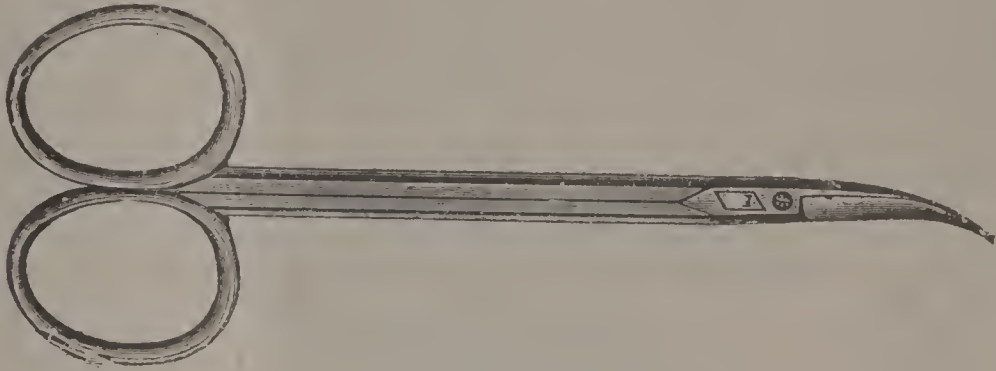
First, files; Second, Cuticle Scissors; Third, Nippers; Fourth, Nail Brush; Fifth, Two Buffers; Sixth, Emery Board; Seventh, Orange Wood Stick; Eighth, Cuticle Knife.



FILE.—1

Of the two files which you need for the purpose of fil-

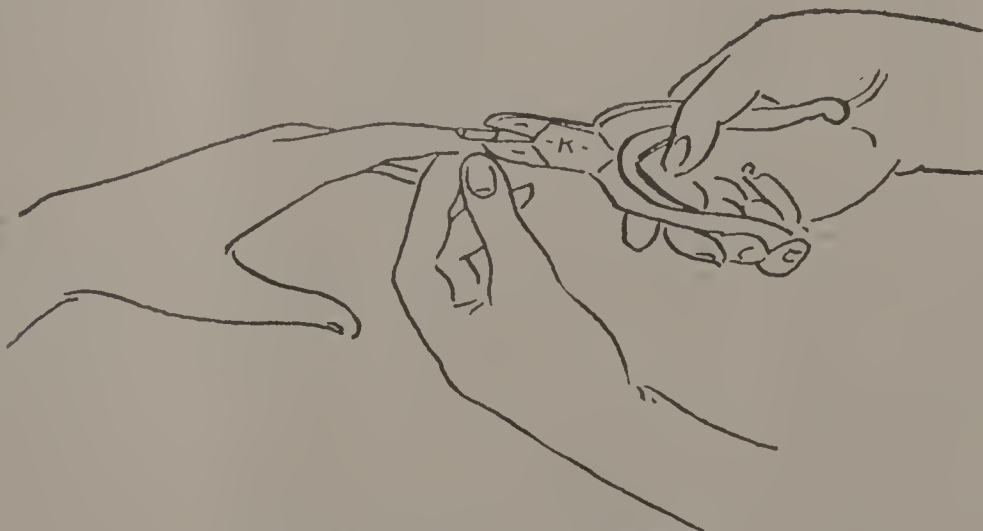
ing and shamping the nails, the No. 3 one should be of a course grain and the other of a fine grain; they should be flexible thin files, about 4 to 6 inches long and thin enough to get under the nail. The file is for the purpose of shaping the nail, the fine grain file is used to smoothe the edge after shaping. You can be supplied with the best files at my office.



SCISSORS.—2

Second: The Cuticle Scissors are used to trim the cuticles at the base of the nails, that if they need trimming you will find that the cuticles do not need to be trimmed at all times.

Illustration No. 6—Care must be taken in selecting scissors as the work of cutting the cuticle is a delicate operation, if well done. These scissors must have a very fine point, more so than any other scissors, and do not use them for any other purpose than cutting the cuticles.



USING THE NIPPERS.

Third: Nippers, which are shown in illustration No. 2, should be of good steel and best quality and are the

first used in giving a Manicure. They are used to cut the nails down to the required length if the nails are very long. We also carry the best of nippers.

Fourth: The Nail Brush is used to wash the nails and hands and can be purchased at the main office.



BUFFER,

Fifth: Two Buffers you should have to give a good Manicure; one should be a large chamois buffer about 6 inches long, and the other should be soft and pliable; the largest one soft and thick. We also carry a large line of buffers.





EMERY BOARD

Sixth: Emery Boards are used for smoothing the edges of the nails after filing and they can be purchased at the main office.



ORANGE WOOD STICK

Seventh: The Orange Wood Stick is used for loosening and shaping the cuticle and cleaning underneath the nails.



THE CUTICLE KNIFE

Eighth: The Cuticle Knife should have a very short blade. This knife is used for loosening the cuticle and removing the hangnails. We also carry the very best grade.

## THE PREPARATIONS TO BE USED IN GIVING A MANICURE.

First: Decolorizing or Cleansing Liquid.

Second: Manicure or Polish Powder.

Third: Nail Taint.

The three preparations you can prepare yourself if you prefer to make them rather than purchase them already made, this you can easily do.

Here are two formulas that will make Decolorizing or Cleansing Liquid:

(1) Oxalic acid, 4 drams; orange flower water, three ounces, mix; label, Decolorizing Fluid (Poison).

(2) Peroxide of hydrogen, 4 ounces; lemon juice, 2 ounces; ammonia, 2 ounces, mix; label, Decolorizing Fluid (Poison).

You will find borax a fine cleansing liquid, one part borax with enough water to dissolve, used with medicated cotton and Orange Wood Stick.

The following will make a Manicure or Polishing Powder:

Two ounces Canni No. 40, 8 grains; Powdered French chalk, 2 1-2 drams; perfume, 40 drops, mix; label Manicuring Powder.

The following will make Nail Salve or Trench:

Canni No. 40, 30 grains; Lenonine, 2 drams; Oil of Lintise, 1 ounce; Simple Curate, 2 drams, mix; label, Nail Trench.

You should be fitted up with a Manicure table, napkin or towels, small pillow, finger bowl, powder dish and small sponge.

The Manicuring table should be a small one, with a division underneath the table in order that the feet of the operator does not come in contact with those of the customer, and should contain a good size drawer for keeping every article.

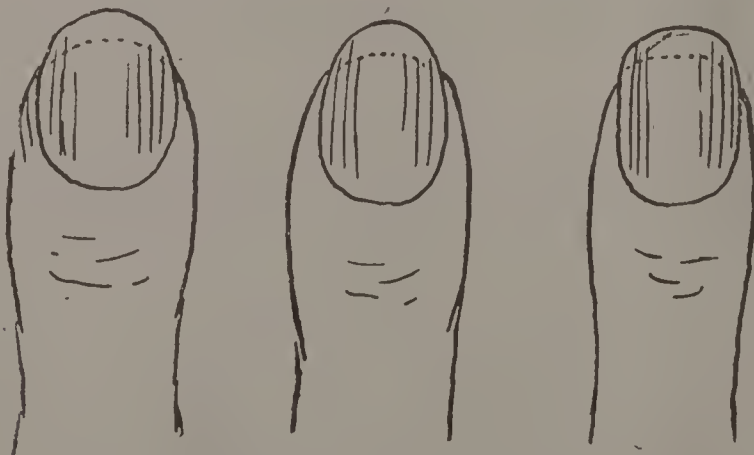
The pillow should have a nice white linen cloth, and upon the table, a small pillow with white slip on which the customer can rest the elbow, while the hands are being Manicured and above all things let cleanliness be your motto. A finger bowl should be provided to soak the ends of the fingers in. The large bowl is to contain warm suds, the small bowl is to contain clear water which is used to

rinse the hands. A powder dish is used to hold the manicure Powder.

### LESSON 3.

Preparing yourself for the first work, you should first perform your first Manicuring on your relatives or friends, by so doing you will be more able to meet a stranger. After you have been practicing, you will then have nothing to fear. On meeting your customers you must greet them pleasantly and ask if they desire a Manicure. Let them know that the hour is open, and after removing the outer garment, they can then be seated at the table. You should not lack self-confidence. And if you are careful and painstaking you will make no serious error.

First, see that yourself is in readiness. You should thoroughly wash your hands, put on a clean apron, fill the largest bowl with perfumed suds and seat yourself opposite your customer, with a clean towel on your lap and one on the table to catch the powder and trimmings, which may fall. See that your customer has a towel wrapped around their arms for protection of the sleeve, remove rings from their fingers and have all instruments handy, so that you will not have to be getting up and down for anything. You are now ready to proceed. Ask your customer what shape nail they prefer, pointed or curved or oval, and file accordingly. The most perfect cut nails are the ones whose edges are curved to imitate the curve or half-moon of the nails. What ever curve you give the



DIFFERENT CURVES.

first, all the others must be the same, nothing looks worse than various curving on the same hand. When you find

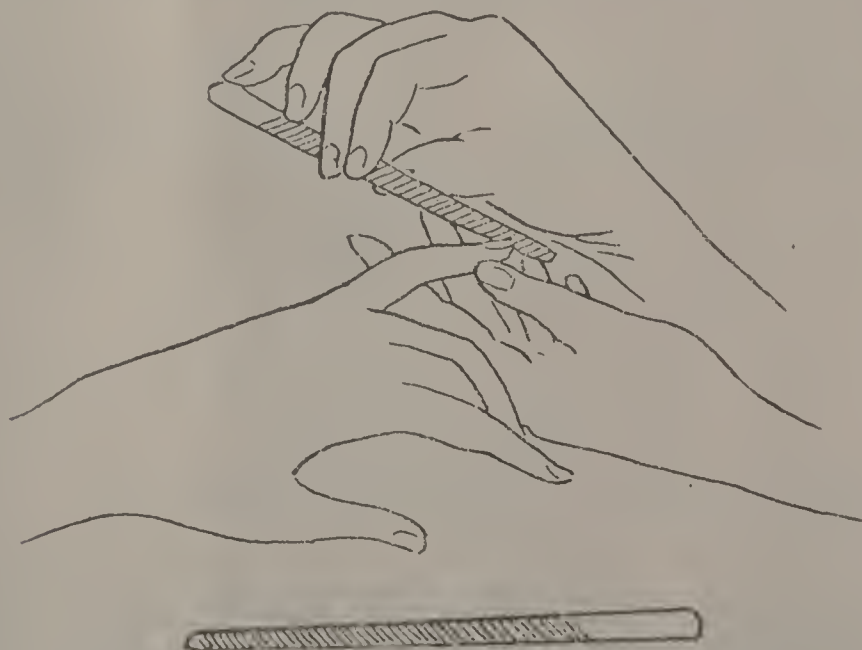


a nail badly torn or split or cut off to the quick, then it is best to leave it to grow out, explaining the matter to your customer and let it grow out rather than to cut all the others to match it. Slightly shape it and let it grow out. Here you find the different styles of shaping the nails.

### CUTTING THE NAILS.

Begin the actual Manicure on thumb of the left hand by cutting the nails down with the nippers or scissors to the required length; to file all nails that do not need to be cut before shaping and filing in such cases, of course, you do not use the nippers; the proper length should not extend more than one sixteenth of an inch beyond the finger tip, when the Manicure is completed. In case they are much longer than this when you start to give the Manicure, you should cut them down with the nippers, leaving them long enough to file and shape down to the proper length, you must use your own judgment.

In short by cutting to a convenient length, we mean that you do not cut the nail too short to permit it to be curved or shaped to the proper length by filing. The nippers are shaped and constructed so that you can get at the corners of the nails with ease. And when cutting the nails, hold the nippers with the curves of the blade out as shown in Illustration No. 2. Cut down all the nails of the left hand in this manner, provided the length warrants it. You are then ready for filing.



### LESSON 4—FILING THE NAILS.

In filing the nails, hold it in between the first finger

and the thumb in which the right side of the nail is being filed. You will note in Illustration No. 3, that the file, if held with the fore-finger of the hand, above the tip of the first finger being directly on the top of the file and the thumb beneath the file. You may begin filing at the side of the nail and file to the center of the nail; you may note that the file will cut only in one direction, so it is unnecessary to file back and forth, always draw the file in the direction that it cuts.

When this side of the nail is sufficiently filed, then file the opposite side, always drawing the file from the side of the nail to the center of the nail as in Illustration No. 4. Whenever you file backwards it gives the finger an unpleasant sensation. In filing this side of the nail the file is held with the tip of the fore-finger above it and the thumb below it.

When you have both sides of the nail filed down sufficiently, then shape it round at the center with a few strokes of the file. Now after the fingers and thumb of the left hand have been filed, place them in the finger bowl of warm soap suds, by allowing them to soak until the nails of the right hand have been cut and filed. Cut and file the fingers of the right hand the same as you did those on the left, bear in mind everything mentioned is the same. When you have cut and filed the nails of the right hand, take the left from the bowl of suds, wipe it dry and prepare to trim the cuticles.



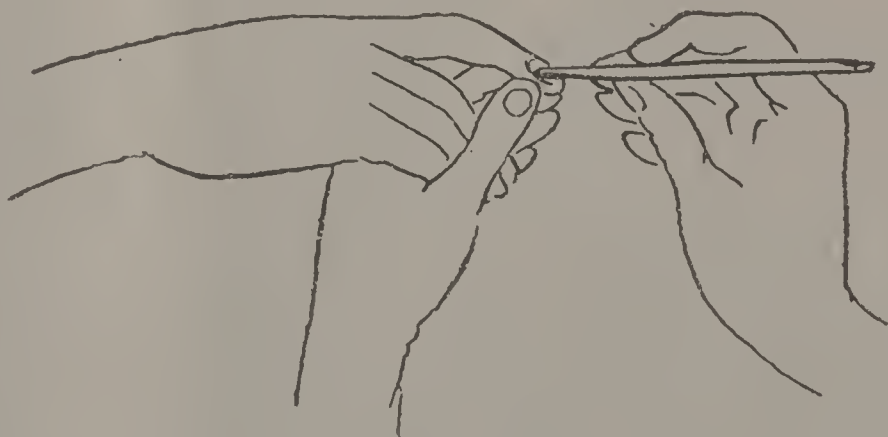
#### USING CUTICLE KNIFE.

The right hand should be put in the bowl of suds as soon as the left hand has been taken out; you are now ready to shape the cuticle of the left hand.



## LESSON 5—SHAPING AND TRIMMING THE CUTICLES.

One important thing you must remember is, that you must never cut the cuticles unless necessary, and you should not practice this by no means; the oftener you cut the cuticles the more calloused it becomes and it is harder to train back and healthy looking. Many Manicurist cut the cuticles whether they are required or not, but take my instructions—such a Manicurist cannot hold her trade and we, therefore, caution you to be careful in this regard.



### USING THE ORANGE WOOD STICK

The Orange Wood Stick is used in shaping the cuticle and training it back, and this should never be neglected. In shaping and trimming back the cuticles, take the Orange Wood Stick in the right hand and dip it in the



Decolorizing Fluid, holding the finger in the left hand to be treated, press gently with the Orange Wood Stick upon the cuticle, at the same time pushing it gently down and around the half moon until the edges of the cuticle are even. Do not use the pointed end of the stick, as that is used for cleaning underneath the nails; always use the dull end of the stick. Treat all of the fingers of the left hand in this manner.

You should again dip the Orange Wood Stick in the Decolorizing Fluid (using the pointed end this time ) and then into the Punic Stone and gently put the stick under the nail back and forth until the under surface of the nail and the tissues next to it are perfectly clean. Shape the cuticles and clean the nail of each finger of the left hand.

In cleaning under the nails it is well to twist a little of absorbant cotton at the end of the Orange Wood Stick before dipping it into the Decolorizing Fluid.

## LESSON 6—WORKING OUT THE CUTICLES.

If the cuticles on the fingers have grown out very much and are ragged, and are needing trimming, then instead of pressing the cuticles directly back with the Orange Wood Stick, push the cuticle back and at the same time work the stick gently underneath the cuticle; loosing it from the nails; be careful not to hurt the customer or mutilate the surface of the nail, After you have worked the cuticle free from the nail; you are then ready to trim. You must cut only with the fine point of the scissors and do not cut deeper than the first layer of the skin. You may now take your cuticle scissors between the thumb and second finger of the right hand and begin trimming at one side and work around the nail; be careful not to trim them far enough to make the cuticle bleed, and hold the scissors in a position as to trim underneath and not at the outer edge of the cuticle. You may begin trimming at the right side of the finger nail and cut the right edges entirely round; be careful to hold the scissors in the same position all the time; very often errors are made by trimming one side of the cuticles and then changing the position of the scissors and then trimming the other side. You must trim the other part of the cuticles as well as the top to avoid hang nails. Then



you may also use the regular cuticle scissors to remove the callous from the side of the end of the fingers. When snapping or trimming, be sure that you remove all hang-nails. After the nails have been Manicured a few times, hang-nails will cease to appear. In cutting the hang-nails, loosen them with the cuticle knife, holding the knife at a slight angle and cut them close to the roots, using the cuticle knife or the cuticle scissors. If the hang-nails are partly cut off they will continue to grow and become very bothersome and unpleasant for the customer.

### No. 7—ILLUSTRATIONS.

The cuticle knife is also used in removing scales from the surface and cuticle edges of the nails. You must use great care in operation so as to not to puncture the new nail or slit the cuticle. The knife should be held in a rotary motion and all scales removed from the surface; be careful not to scrape the nails or injure the enamel.

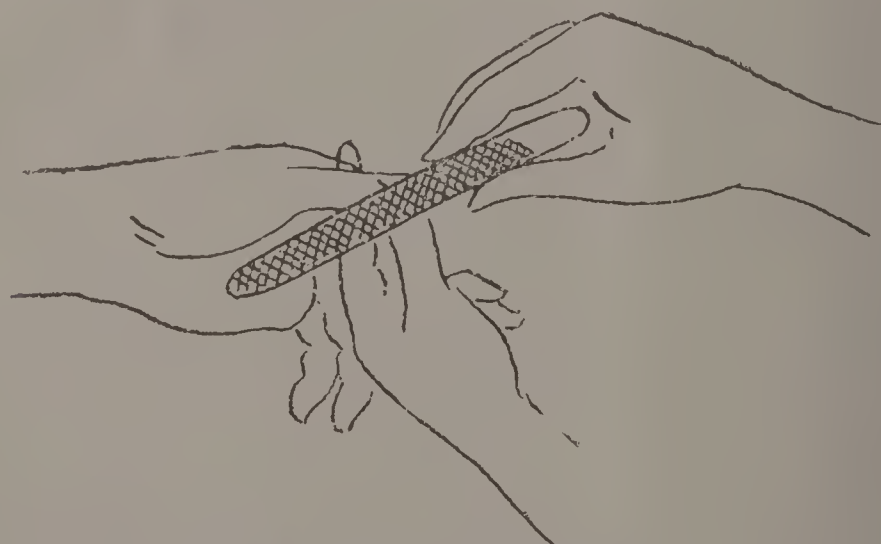


### LESSON 7—POLISHING THE NAILS AFTER TRIMMING.

After all the cuticles of the left hand have been removed, you may then dip your fingers into the Tinting Salve and apply to the nail of the hand you are Manicuring, one at a time, until all are treated, then take the cha-mois Polisher which should always be kept in the powder dish and polish each nail well. In polishing, make long quick back and forth strokes, bearing on the polisher lightly. When you have polished all the nails in this manner, put the hand into the bowl of suds and wash well, scrubbing the nails gently with the nail brush, then you may

take your sponge from the small bowl of clear water and sponge the water gently over the hand until dry. You may use next your small polisher, which you must keep clear of salve and powder and polish the nails carefully. In polishing, be careful not to irritate or heat the nails, as the friction of the polisher soon warms or burns the nail, causing a very disagreeable sensation; do not rub too vigorously and not too long on one nail. This done, next take the Florida water and rub it gently over the hand, and it adds a nice finishing touch to the work.

Now you may take the right hand from the bowl of suds, wipe dry and clean, loosen and trim the cuticle, as was done with the left hand and polish with the salve and powder in the same way exactly. After polishing the fingers of the right hand, wash that hand also in the bowl of suds, using the nail brush. Then rinse the hands with the sponge from the small bowl and dry the hands as in the case of the left hand exactly; polish with the small polisher and then add the Florida water.



**EMERY BOARD.**

The Emery Board is always used last to smooth the edges of the nails. The Emery Board removes the ragged edges caused by filing and gives the nail the finishing touch. After the file has been used, rough edges always appear on the nails and the Emery Board is the only thing that would smooth it properly.

## PALM POLISHING.



You will find that polishing with the palm of the hands gives a more finishing and lasting touch; you will find this a good suggestion. But only do so after finishing with the Buffers.

## LESSON EIGHT.

If you should happen to draw blood by using the cuticle knife, scissors or Orange Wood Stick, you can easily stop this flow by applying Tincture of Iron or Peroxide of Hydrogen. These, you should always keep in reach while Manicuring. Tincture of Iron and Peroxide of Hydrogen are disinfectants. Always apply with medicated cotton.

While Manicuring the nails, if there be any stain upon the fingers, nails or hands, you can easily remove them by taking your Orange Wood Stick, wrapping a little cotton around it, dipping it into the Decolorizing Fluid, apply it to the stains; always do this after shaping or trimming the cuticles.

## CARE OF TOOLS AND INSTRUMENTS.

Extreme care must be taken at all times in keeping the instruments and tools well sterilized, for in using them on a customer's nails that are diseased, they will easily convey the disease to any other customer. You can properly sterilize your instruments by dipping them into a 60 per cent solution of carbolic acid. You may wash your instruments in soap sud water in which a few drops

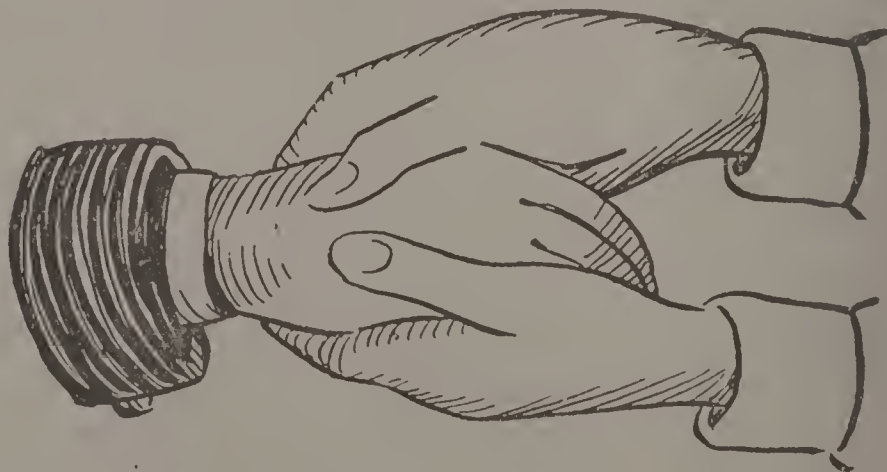


of carbolic acid has been added. The same attention should be given the Orange Wood Stick. Always be careful to wipe the Orange Wood Stick off before dipping it in the Bleach when cleaning the nails. Do your work well. I am sure you have always heard the saying: "Anything that is worth doing at all, is worth doing well." So it is in this particular, whatever your hands find to do, do it well.

Remember you must not have any more to say to your customers than is necessary. You must be polite; that of itself will make business for you. Do not converse with your customer while engaged, it will cause you to forget what you have done; and many times make you appear very awkward as a business person in their estimation. When you will have finished your Manicure, assist your customer with their outer garments. Be pleasant and agreeable, without being too familiar. Attend strictly to business, and you will succeed.

The prices for Manicuring are from 25c to \$1.00. You may never charge a lady as much as you do gentlemen; the latter pay more because their nails are more difficult to Manicure. Usually ladies pay 50c. Then too, its only the time its takes to give a good Manicure. You ought to be able to give one in 35 to 40 minutes. In case you treat other afflictions of the hand, use your own judgment as to what it is worth; consequently you should be able to earn a great deal of money at this trade alone.

### MASSAGING THE HANDS.



Sometimes you may be asked to give a Hand Massage. This of course is very simple. In preparing the hand for



**Hand Massage:** First, after the customer has been seated, put a towel around the arm, just as you did in Manicuring, to prevent soiling the sleeves. Have you a glass bowl of warm, soft water, which a little Almond meal has been sprinkled. You may use a sponge in washing the hands. Then after the hands have been thoroughly washed, rinse in clear water or with a few drops of toilet water has been sprinkled; dry with a soft towel, then rub in a little Cold Cream. The following:

Almond Oil, 4 ounces; White Wax, 2 ounces; Spermaceti, 2 ounces; Coconut Oil, 2 ounces; Glycerine, 1 ounce.

Put these materials into a double boiler and when well heated remove and stir with silver fork, pour into jar before getting cool, then when cold, it is ready for use. Then you may rub a quantity of this cream upon the hand; holding the customer's hand with your hand, with the balls of your thumb on the back of the hand being Massaged. Beginning at the first knuckle of the fingers, work back on the hand to the wrist, with the ball of the thumb, rubbing from the middle of the hand to the sides. You may notice the balls of the thumbs travel cross ways over the veins. After a few of these treatments the large veins of the hands will vanish; never treat a person's hand with this movement over 15 or 20 minutes.

To Massage the joints, take the customer's fingers between your thumb and first finger using the same cream, rubbing alternately, the thumb moving downward when the first finger on the other side of the joint is moving upwards, vice versa. After the Massage has been completed, bathe the hand in luke warm water in which a little Almond Meal has been sprinkled; rinse in a little perfumed water; dry with soft linen towel. The charges for Hand Massage is 25c.

## CARE OF THE HANDS.

Washing the hands in strong alkaline soaps that are so commonly used in our homes, should be avoided. You should use some kind of Medicated soap and hands should be rinsed off in clear water and a little jelly rubbed into the hands immediately would do much to prevent chapped and rough hands. An excellent remedy for Chapped Hands is a mixture of Sub-Nitrate of Bismuth, two

drams with double the quantity of Cocoanut Oil, this applied to the part will effect a rapid cure.

Camphor Ice is very useful and effective for the same purpose. This is prepared as follows: Melt slowly an ounce of Camphor and one ounce of fresh Mutton Tallow, stir well, this may be applied twice or three times a day. Put 6 or 7 drops of Glycerine into the water before washing the hands or drop 3 or 4 drops in the palm of the hand after washing off the soap and dirt, rub well over the hand and wrist, dry thoroughly. This will make the hands soft, white and smoothe.

This finshes Manicuring and Facial Massages. The next lesson that will come is Hair Dressing, Hair and Scalp treatments. You are going to be very much pleased with the lessons in Hair Dressing, which you have not yet received. The next booklet takes up the study of Bleaching, Dying, etc. You will find these studies very clearly explained. Be sure and master this branch of work, because it is one of the most profitable branches. You will have lots of this work to do and will get big prices for it.

# Facial Massage.

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## LESSON ONE.

Our lessons in Facial Massage, comprising Two Divisions. The 1st. Division will deal only with the nature and cause of Wrinkles, Lines and Creases and giving Formulas for various Creams. etc.

The 2nd. Division on Facial Massage—It contains many splendid Illustrations. Simply rubbing the face or working Cold Cream into it, is not Massaging. The pressure and motions must be applied, scientifically, in order to produce good results and not bad results.

### THE POWER OF HABIT.

One of the most potent factors of life is habit. Habit not only governs our daily appetite, creates action and influences our daily work but is most influences our every act, but is most essential in the development of our physical self. It is largely responsible for the perfect or imperfect form of our Faces and the general appearance of our bodies. The Habit of regular exercise develops the body, Creates strength and makes athletics. The Habit of idleness and inaction prevents the proper physical development.

The child that is kept indoors and not allowed the required action will remain small, puny and stunted.

Nature demands that all parts of the human body be exercised systematically and no part to an excess and any violation to this demand must be repaid with weak bodies or abnormal organs. Just as habit creates and forms the human body in general making it robust or puny so does habit leave its effects written in visible characters.

Frowning, Squinting and Scowling—Every crease and wrinkle seen on the face of a man or woman under 50 years of age are the result of facial habits and not the effects of age. Such as Laugh, Frowns, Scowls. Squint and all other such action brings into action the facial muscles.



The habit of Frowning when provoked or when thinking deeply, causes the wrinkles on the forehead and between the brows. Laughing and Squinting brings the crow-feet at the corners of the eyes and like manner all creases and wrinkles can be traced to some facial expression or habit. No one will assume, of course, that they should not laugh or frown or act naturally in order to prevent these things but they should know and understand that with proper care no bad results need follow.

### THE MUSCLES AS A FACTOR.

Here is another important fact that all persons interested in keeping the face smooth, the complexion clear and themselves wholly attractive and beautiful, should understand that creases, lines and wrinkles are not merely surface faults belonging to the skin, but the cause lies deeper. There are conditions existing in the hundred pairs of muscles that reach and control the face. The wrinkled skin is but an indication that the underline muscles have been impaired or neglected. Muscles which control and give expression to the face are wonderful in their construction. Muscles that are used too little become solid, stiff and elastic and soon shrink from their proper length; thus making it impossible for them to respond when called upon.

The true cause then for creases, wrinkles and other abnormal appearances of the skin, of the face or other parts of the body, is the fact that certain muscles are too long and the opposing ones too short, this condition being brought about by some constant facial habit. Long muscles allow the skin to hang loosely on the face while other muscles very close to them perhaps being short and having lost their elasticity, draw the skin inward and it is very easy to see that wrinkles must ensue.

### SCIENTIFIC MANIPULATION.

It has been proven beyond question or doubt that the only way to effect external muscles, causing them to resume normal positions and to acquire their original powers is by Scientific Manipulation.

The professional Massagist now has a wonderful control over the Muscles of the face, neck, hands and arms. Proper Massage will renew the life of sluggish muscles, cause them to respond like steel springs, cause the blood to flow





### FINGER MANIPULATION

freely. The skin becomes smooth like satin, the hollow places are filled, the defects gradually disappear and the face becomes again filled with vigor and energy.

### LESSON 2.—FACIAL MASSAGE.

Facial Massage is by no means a very difficult department of Beauty Culture to master, but is one of the very important requisites which comprise the education of the Beauty Culturist. Facial Massage has become a necessity to every well grown man or woman and its patrons are increasing rapidly every day. A Beauty Parlor which does not give Facial Massage is rare indeed and the Beauty Culturist who is not competent to do this work has a very incomplete knowledge of her profession.

### SCIENTIFIC MASSAGE.

Nothing is so great a restorer of beauty as a properly given Facial Massage and on the other hand a haphazard mas-

sage can bring about considerable harm. It is a lamentable fact that very few Beauty Culturist in proportion to the numbers in the profession can properly give a Facial Massage or at least to properly give it. Their knowledge of the work seems only to extend in the rubbing in of creams and rubbing it out, with no conception of the science of removing Pimples, Blackheads, flabbiness and wrinkles and to say the least, their work does absolutely no good and is an injustice to their patrons. In these lessons on Facial massage, we aim to instruct you in the science of this work, to enable you to actually bring about quick and lasting improvements upon the face and thus make your work a benefit to your patrons and a Money maker for yourself. As in the study of Manicuring, practice is absolutely essential to the making of good massages and we again urge you to follow these lessons closely and practice with reasonable diligence.

### POINTS TO REMEMBER.

The Massager who wishes to be entirely successful and to always have her trade speak of her in the highest terms, should always be perfectly clean in every way, as to Clothing, Hands, Face, Teeth, Nails and Hair. She should always take her mornings bath and keep herself perfectly fresh and attractive in appearance at all times. The hands should be kept soft and smooth and the Nails always Manicured. The Massagist should preferably wear a white shirt waist, with a neat tie, collar and a dainty white apron to lend the impression of absolute friendliness, the Hair should be dressed neatly and she should always maintain a cheerful and agreeable manner; using tact and diplomacy and avoiding gossip, and always keep appointments to the minute. She should always wash her hands and sterilize them before giving a treatment. Face powder should always be applied with a soft cloth or medicated cotton and a fresh piece should be used after each patron. The powder should be kept in a perforated top bottle and sprinkled on the cloth. The face cream should be taken out of the jar with a small paper cutter. The fingers should never be put into the jar, because that is decidedly unsanitary. Before the patron leave the chair, after a Facial Massage, all powder should be dusted off the Face and the Eye brows carefully brushed.

The Operator when called out to do work should take only such necessary things as the Vibrator, the necessary Creams, Lotion, Face powder, a head band, soft Turkish

towels, etc, a towel can be used for a head band

The following equipments is sufficient for a Facial massage room. A Morris chair or a regular Facial Massage chair, a small table to be used for disinfecting and other materials, the vibrator, the porcelain bucket to hold soiled Facial cloths and towels. The room should have hot and cold running water. It is not absolutely necessary however as shown latter. The room should be entirely free of Carpet, Rugs, Pictures, etc. Oil cloth or linolium is sufficient for the floor, unless it is a hard wood floor and then it needs nothing on it



### LESSON 3.—THE USE OF CREAMS.

Creams are an absolute necessity in treating the Facial skin and you partly know but which some really deny. Then again these creams must contain OIL and FATS, just the very name CREAM suggest, for this reason avoid all so-called creams which are advertised as not containing FATS AND OILS. Such creams are naturally worthless. The Oils in cream produces a soft, pliable and smooth skin; it serves as a protection for the skin against the dirt particles which exist everywhere. It increases weight, plumpness by its nourishing qualities and assist in the removal of dirt, sebaceous matter and fatty acids. A good cream is really absorbed by the skin and builds up the Tissues and creates a healthy color.

### VARIOUS SKIN CONDITIONS.

The condition of the skin in the Face, of course differs. Some people have dry skin and freckles, others have a oily skin and are troubled with Black heads. The good Massagist discriminates between these different conditions and treats



her customers accordingly. Good judgment is worth a great deal in this respect, for an instant in case of the skin which is dry and also freckled, the Cream must be applied which contains oil to nourish the skin to overcome the dryness and a penitraitng remedy must also be applied which will tend to reduce the accumulation of coloring matter under the nucus layers, which of course, results of freckles. In case of the skin being afflicted, a cream containing sufficient oil to penetrate must be applied and also as strigent. We latter outline the different creams and teach you how to make them.

It seems to be a popular impression that creams containing OILS AND FATS, causes the hair to grow upon the face. Dismiss this from your mind, as it absolutely has no foundation, whatever. If there was such a cream it would be splendid to apply to some heads, but unfortunately the creams, which would cause hair to grow has not yet been discovered.

### MANUFACTURE OF CREAMS.

First, it is indeed necessary to buy good fresh goods and the work of one making their own creams, is indeed fascinating, while at times rather expensive: if you prefer you can purchase the different necessary creams and lotion, but many women prefer to make their own and thus be sure that they are absolutely what they desire. Here you will find one or more formulas for making face creams which are absolutely reliable and which can be easily made if care is taken. A good grade of Almond Oil is the basis of nearly every good cream and care should be taken to secure a good grade. All good druggist do not keep a first class grade of Almond Oil and you must be particular. A pure Almond Oil should be of a delicate straw color absolutely clear and without a strong odor.

The cream should be made in small quantities and should be kept in a cool place with covered over jars on tight always. In purchasing Lanoline, it is best to put it into pound packages, after it has been put through the refining process. It should have a sticky appearance and should possess a mild and very distinct scent. the best ones come in small round cakes are nearly white and not a distinct yellow. The most desirable spermaceti should be bought in long white glistening cakes and cocoanut oil, if the best, has the appearance of a ball of snow pudding and has a strong odor.

Before beginning to make any of the following creams, it is almost necessary to purchase an enamel water boiler



and one or two long granite spoons for stirring purposes. Always be sure to thoroughly melt the wax, spermaceti and other ingredients, as instructed, before adding the oils of roses. All the mixture should be beaten and stirred continuously until they are cool.

#### LESSON 4.—MESSAGE CREAMS.

The following formulas and instructions for the manufacture of massage cream. (No. 1) almond oil, 8 oz; white wax 2 oz; spermaceti 2 oz; coconut oil; 2 oz lanoline; 1 oz. Put these materials into a double boiler, and when well heated remove and stir until nearly cold and then add 12 drops of oil of rose and then stir until cold.

#### LESSON 5—FACE POWDER FORMULAS.

The following formulas are for manufacturing a face powder. (No. 1) sifted starch 1 oz, rose pink 1-2 dram. essence of Jasmín 10 drops, Attar of roses 3 drops; for brunnett, yellow ochre 1-2 oz, for flesh color carmine 5 grains; mix and sift through linen bolting cloth three or four times, then once through 100 Mesh silk bolting cloth.

#### LESSON 6—BLACKHEADS.

Pesoccein dissolved in alcohol 5 grains; lard—pure, 100 grains; just enough alcohol to dissolve should be used drop by drop.

Personally—this ends first division—if there be any other formulas you wish, see me or write.

#### LESSON 7—SCIENTIFIC FACIAL MASSAGE

Preparing the customer—When your patron comes for a massage make them as comfortable as possible. In case you have not secured a regular massage stand, which, of course, is the most desirable for giving a facial massage, use some large, easy chair which can be tilted back, throwing the head up and making it easy for the patient, as well as for yourself. First pin the hair back closely, remove the collar, etc. tuck a towel in about the neck and cover the patron with a large apron, such as is used by barbers; make the patron as

comfortable as possible in order that they may relax all of the muscles and rest quietly.

### FACE MASSAGE PRACTICE. PRICES.

First ask your customers whether they desire the finger massaged only or not the finger manipulation and the vibrator. The finger manipulation massage only is worth 50c, which is the regular charges and with the vibrator in addition the charges are 75c. You naturally should know for this reason what your patron wishes.

### CLEANING THE FACE.

For a preparation for any massage treatment the skin should always first be thoroughly cleaned by the application of a searching ointment or cream that will remove the accumulation of fatty acids and aid in clearing the pores of sebaceous matter. In selecting the cream you can use No. 1 cleansing cream sold by Madam Hockenhuil's laboratory. you may use formula No. 1 in making your own cleansing cream. The making which is given under the heading massage cream.



### APPLYING THE HOT TOWELS.

First apply a liberal coating of this cream to the face and neck and even the ears, using a piece of absorbant cotton to make the application and then work this cream gently into the face with the tips of the fingers; work the cream into ev-  
 portion of the face and neck, not being too hasty, but using the tips of your fingers gentl and firmly. Now apply your hot towels the face, steaming them well, but be careful not to have so hot as to burn the face; have them as hot as can be comfortably handled and while carrying them from wash

pan to the face keep them folded so that they can be quickly unwrapped when close to the face, in order that the steam of the towels may strike the face before the towel is applied. A small turkish towel is the most desirable to use because it will hold more water and steam.

In applying the towels to the face hold it at the end with both hands so that you can draw it about the face, as shown in illustration 1. Let the center of the towel rest just under the chin and bring the ends up over the face, leaving the end of the nose uncovered, as shown in illustration. Allow the first towel which you apply to remain on the face while you are saturating the second and then taking off the first, apply the second in the same manner, allowing it to remain upon the face while saturating the third. Place the third towel over the second then saturate the fourth towel and removing the third towel from above the second, apply the fourth towel above the second, which is still upon the face, and allow this fourth towel to lie down well over the neck, being careful not to wet the clothing. See that every portion of face and neck gets this steam, and you can now remove the hot towel. You may at times use all the towels; after using the cleansing cream put on first towel hot as your patient can bear; using the other three one by one, each hotter and hotter then let steam from 5 to 20 minutes.

Next take a piece of absorbant cotton and rub off whatever cream that may remain on the face. You are now ready for the finger manipulation, the cleansing of the face having been completed.

## LESSON 8—FINGER MANIPULATION, PROPER CREAM

Creams must be applied to the face in giving the finger manipulation and in this regard you can use No. 1 massage cream, if the patient has a dry sensitive, scaldy skin, and if the patient has a yellow skin, and is troubled with freckles, use No. 2, Freckle Massage Cream.

The cream should never be taken from the jar with the fingers, but rather with a spatular and then applied to a peice of cotton and rubbed upon the face. By observing this rule and carefully cleansing and dissinfecting the hands both before and after massage, there would be no danger of carrying any germs from one customer to another.



## APPLYING THE CREAM

The pressure of fingers should be firm, but gentle, and in no case should undue strength be exerted, as the result would be to bruise the deeper tissues the motion of the fingers must be smooth and leisurely and absolutely not jerky or hurried. In beginning a treatment do not coat the face too thickly with cream, otherwise the fingers will slip about instead of manipulating the flesh as they should and no real massage will result. Apply just enough cream to make the work easy and agreeable, and more is needed, apply it from time to time.

Immediately after placing a thin coat of cream over the face it should be rubbed into the skin of the face and neck with the tips of the fingers by a gentle and rotary motion as in illustration No. 2, and when this is done the real finger manipulation is begun.



## LESSON 9 — REMOVING FOREHEAD WRINKLES

The most difficult wrinkles to work out are those of the forehead, due to the fact that they are quite deep. Most people are continually raising the eye brows during conversation and also have habits of continually squinting on any little provocation and as a result the wrinkles upon the forehead deepen.

The tips of the two fingers of both hands are not used in



the manipulation for forehead wrinkles. Move the finger tips of the one hand down towards the brows while the finger tips of the other hand move towards the forehead. Practice this movement a few minutes and the result will be gratifying. Next place the four finger tips of each hand upon the center of the forehead and smooth the lines outward to the hair, repeat this movement about twenty times—you will also find this movement gratifying.

### REMOVING THE WRINKLES ABOUT THE EYES.

The wrinkles radiating from the eyes are common to nearly every one and of course are especially pronounced in some cases. In manipulating to work out these lines, the flesh should be held firm between the thumb and fore-finger of one hand, while the two first fingers of the other hand are employed in rubbing lightly but firmly down across these lines and also in a gentle rotary motion along beneath the eyes. The rotary motion beneath the eyes is quite particular work and should be carried on very gently. This motion should be very light when there is a bagginess and puffness beneath the eyes and a great deal of cold water must be applied to the face at the completion of the Massage.

### MASSAGE OF THE NOSE.

You may use the rotary motion in Massaging the nose. This motion must be a continuation of that between the eyes, down across the tiny lines which often form on each side of the nose and from the bridge to each nostril, the pressure may be firm or light according to the results wished. You may Massage heavy in case of thick nostrils and light in case of thin nostrils.

### MASSAGE OF THE CHEEKS.

Massage from the center of the face, back, using the flat portion of the hands, the deep lines running from the corners of the mouth to the nose, may be rapidly rubbed out by this method. Massage the flesh just below the cheeks by drawing the fingers firmly from the chin up along the cheeks and also just in front of the ears, using the tip of the fingers of both hands, massaging both sides of the face upwards.

## MASSAGE OF THE THROAT

Massaging the throat use a rotary movement, place the thumb of the hands one on each side of the neck, with the balls of the fingers resting upon the neck and throat in a rotary motion upon the neck and throat, you should massage much more heavily than upon the face and it is well to use plenty of cream and give special attention to the lines caused by stiff collars, the rotary movement upon the neck is a wider series of circles than that upon the face, never rub the neck up and down at the sides, to overcome thinness of the throat press firmly with the fingers against the flesh strokes down towards the chin.



## MASSAGE OF THE CHIN.

In Massaging the chin itself, use the rotary movement. The flabby or baggy flesh directly under the chin commonly known as the double chin, can be remedied by stroking firmly from the center of this flabby flesh down toward the neck, using the fore-finger tips of each hand.

Having completed the finger Manipulation, in case your customer does not wish the Vibrator, then take a piece of Absorbant cotton and clean the face of all Cream, then apply five (5) Cold Towels to the face one after the other, separately. Do not lay them one over the other as in case of hot towels. In removing the last of the cold towels wipe the

face off; then use a dry towel and dry the face thoroughly, then apply the Face powder; always using the very best powder.



### LESSON 10,—USE OF THE VIBRATOR.

In case your customer desire the Vibrator used upon the face after the finger Manipulation, then do not wipe off the cream nor apply the cold towels and powder until you are through using the Vibrator. There are three movements to be made upon the face with the Vibrator; The Circular movement; the Two and Fro movement and the Stroking movements.

#### THE CIRCULAR MOVEMENT.

The Circular movement consist of describing very small circles as the cup is moved from place to place. These circles however should be made small and so slowly as to be hardly perceptible. Remember that the kneading, shaking and vibrating movements are being imparted by your machine and it is not necessary for you to try and bring about that effect by wiggling the cup, and any attempt on your part to rub the skin with the cup would be absolutely unadvisable; the cup should not be moved from one place to the other faster than 1 or 2 inches a second

Start upon the face at the point designated by the arrow at the top of the forehead and describe the circular movement as in Illustration No. 15 and continue in the to and fro



movement along the cheeks as shown in Illustration No. 15.

### THE STROKING MOVEMENT.

The Stroking movement means to stroke the skin from one point to the other, but without lifting the cup from the skin; for an instance from the nose or corner of the mouth to the top of the ear, letting the machine move at the rate of two inches a second. Then return to the starting point very lightly without any pressure, whatever, and yet with the cup from the skin. The purpose of this movement is to fill out the cheeks, lessen the wrinkles and work the flesh upwards to the upper cheeks and temple. After you have finished this treatment, sterilize the rubber cup, rinse in warm water and let dry. These movements must be very slow so as to consume about ten minutes to complete entire circle and during the entire treatment, the cup must not be lifted from the face an instance as such interruptions are wearing on the



### POWDERING

nerves. Do not use the Vibrator upon the eyes on account of the delicacy of the organs; after a little practice you will



soon have the entire treatment mapped out satisfactorially.

### COMPLETING THE MASSAGE

Having now cleansed the face with the cream and hot towels, and having applied the finger manipulation, and finally the Vibrator, your massage is practically completed. Now take a piece of absorbant cotton and wipe the cream from the face, and then apply 5 cold towels, one after another, as we explained before, detailing the use of the Vibrator. Wipe the face well with last towel and finally with a dry towel until the face is well dry. You may, if necessary, use a little of No. 1.—Beauty Special Cream—very, very little, then apply powder.

### LESSON 11—CARE FOR BLACKHEADS AND PIMPLES.

Blackheads are a disease of the skin and not of the blood, as is commonly supposed. Pimples can be either, and they are especially a skin disease when resulting from blackheads are allowed to run their course, they invariably result into pimples. Blackheads are not allowed to run their course. Blackheads are not flesh worms, actually alive, as some people suppose, but nothing but fat, white plugs, formed by the accumulation of sebaceous secretions that block up the pores of the skin, thus preventing the glands from performing their functions. The treatment and cure of blackheads depend very largely upon a consistant and untiring care of the skin and regular persistant treatment. There are really two kinds of blackheads, some being fine and tightly embeded in the skin and others large and coarse. The treatment for each is very little different. Care must be taken in removing fine, tightly embeded blackheads for fear of pressing the tissue around them. While in the case of coarser blackheads this is less likely to occur. Blackheads are extracted by means of the Comodore Extraction, an instrument provided with a tiny scoop at one end a kneedle point at the other. The cost of this instrument is a very small sum.

### REMOVING BLACKHEADS AND PIMPLES

First of all, cleanse the face just as instructed in Facial Massage; after steaming the face and applying the cream, take the Comodore Extractor, using the tiny scoop, pressing

down at the side of each blackhead and force it out. It may seem difficult to remove; puncture the little fold that forms over it, using the kneedle point and then press it out with the tiny scoop. Do not remove too many at a time, as it will irritate the flesh. After you have removed all of the blackheads, then apply the cream No 1 or No. 2, gently, massaging the parts which have been treated. Eat but little meat and **always** avoid pastry, cakes, rich gravies, solids, liquor, spice, or fried foods and sweets.

Constipation must be done away with. Eat as much of fruit as possible to regulate the bowels and indulge in physical culture exercises.

This completes Manicuring and Facial Massage, next will follow will be hair dressing.

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## ERRATA.

On Page 5 in referring to two Lessons under this cover—it should read **MANICURING AND FACIAL MESSAGE**, instead of Manicuring and Hair Dressing.



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